

1 1. A system for remotely qualifying a prospect's data stream transformation project
2 proposal, comprising:
3
4 a remote qualifier site including a phone, a fax machine, and a remote qualifier
5 computer, further including a qualifier database, an e-mail client, a modem, and a
6 Web browser;
7
8 a prospect site having a prospect phone, a prospect fax, and a host computer
9 communicatively connected to the remote qualifier computer, further including a
10 data storage device, host applications, a prospect e-mail client, a modem, and a
11 prospect Web browser; and
12
13 wherein a remote qualifier may remotely qualify a prospect's data stream
14 transformation project proposal using the phone, fax machine and remote qualifier
15 computer to communicate with the prospect site to execute the steps of:
16
17 determining the prospect's business initiative;
18
19 determining if the prospect remains qualified after the previous step;
20
21 conducting a cost versus benefit analysis;
22
23 determining if the prospect remains qualified after the previous step;
24
25 determining a client device interface targeted by the data stream
26 transformation project;
27
28 determining if the prospect remains qualified after the previous step;
29

1 inquiring about the prospect's host computer, host applications, network
2 and interface;
3
4 determining if the prospect remains qualified after the previous step;
5
6 searching for similar prior data stream transformation projects;
7
8 determining if the prospect remains qualified after the previous step;
9
10 inquiring about deployment timing;
11
12 determining if the prospect remains qualified after the previous step;
13
14 inquiring about alternative approaches;
15
16 determining if the prospect remains qualified after the previous step;
17
18 rejecting the prospect as unqualified if the prospect was determined to be
19 unqualified in a previous step;
20
21 requesting a signature on a mutual nondisclosure agreement;
22
23 determining whether the data stream transformation project may use a
24 standard estimate or if it needs further development by an engineering
25 team;
26
27 sending information regarding the data stream transformation project to a
28 engineering team for an estimate if the data stream transformation project
29 was determined to need further development, or generating a standard

1 estimate if the data stream transformation project was determined not to
2 need further development; and

3
4 gathering contact information.

5

6 2. The system of claim 1, further comprising an Internet host upon which the
7 qualifier database may be alternatively stored, communicatively connected to the
8 remote qualifier computer and host computer.

9

10 3. A method of remotely qualifying a prospect for a data stream transformation
11 project, comprising the following remotely performed steps:

12

13 determining a prospect's business initiative;

14

15 determining if the prospect remains qualified after the previous step;

16

17 conducting a cost versus benefit analysis;

18

19 determining if the prospect remains qualified after the previous step;

20

21 determining a client device interface targeted by the data stream transformation
22 project;

23

24 determining if the prospect remains qualified after the previous step;

25

26 inquiring about existing host systems of the prospect;

27

28 determining if the prospect remains qualified after the previous step;

29

30 searching for similar prior data stream transformation projects;

1
2 determining if the prospect remains qualified after the previous step;

3
4 inquiring about data stream transformation project deployment timing;

5
6 determining if the prospect remains qualified after the previous step;

7
8 inquiring about alternative approaches to accomplish the data stream
9 transformation project;

10
11 determining if the prospect remains qualified after the previous step;

12
13 rejecting the prospect as unqualified if the prospect was determined to be
14 unqualified in a previous step;

15
16 requesting a signature on a mutual nondisclosure agreement;

17
18 determining whether the data stream transformation project can use a standard
19 estimate or if it needs further development by an engineering team;

20
21 sending information to a engineering team for an estimate if the data stream
22 transformation project was determined to need further development, or
23 alternatively generating a standard estimate if the data stream transformation
24 project was determined not to need further development; and

25
26 gathering contact information.
27